

National Aeronautics and  
Space Administration

**John H. Glenn Research Center**  
**Lewis Field**  
Cleveland, OH 44135-3191



## **SOURCE SELECTION STATEMENT**

### **Financial Analysis and Business Support Services (FABSS)**

#### **REQUEST FOR QUOTE - NNC09ZCH018Q**

##### **BACKGROUND**

The NASA Glenn Research Center (GRC) has a follow-on requirement for Financial Analysis and Business Support Services. The anticipated effort will include support in a variety of areas including, but is not limited to: Financial Reconciliation, Analysis and Reporting; Financial Statement Audits; Accounting and Reporting; Data Systems Development and Maintenance; Process Improvement Reviews; Business Process and System Integration; Financial Systems Reconciliation and Maintenance; Budget-Related Reports; and Cost Estimating. The work effort will generally be performed on-site at GRC but may require performance at other NASA Centers or contractor installations, as required.

After conducting market research, the acquisition approach was to issue a Blanket Purchase Order from the GSA Federal Supply Schedule for Financial Analysis and Business Support (FABS) 520, Special Item Numbers (SINs) 11 and 12. Fourteen firms responded to the initial Request for Information (RFI). Six of the fourteen firms were considered qualified and invited to participate in the procurement. A Request for Quote (RFQ) was prepared following the GSA Ordering Procedures for Services and issued to the six identified firms on August 26, 2009. Following the RFQ issuance, an additional firm requested a copy of the RFQ. A copy was provided to that firm on August 27, 2009. Three Offers were received from the following firms by the solicitation due date of September 28, 2009:

Booz Allen Hamilton Incorporated  
Powertek Corporation  
Tai Pedro & Associates, P.C.

In accordance with the solicitation, the offers were evaluated against the Statement of Work and the Evaluation Factors of the RFQ. As indicated in the RFQ, the Evaluation Factors were: Technical Capability, Past Performance, and Cost/Price. The Relative Importance of Evaluation Factors were: Technical Capability, Past Performance and Cost/Price were considered approximately equal in value.

Under Technical Capability, the subfactors were: Management Approach, Phase-in Plan, Key Personnel & Staffing Plan, Technical Scenarios, and Safety and Health. The relative importance of subfactors were: Management Approach, Key Personnel and Staffing Plan, Technical Scenarios, and Safety and Health are approximately equal in importance and significantly more important than the Phase-in Plan. Additionally, the evaluation provided for the

Technical Capability subfactors to be consolidated into a single summary Technical Capability rating.

The RFQ provided for a Technical Capability adjectival ratings of: *excellent, very good, good, fair, or poor.*

The RFQ provided for a Past Performance and Experience adjectival ratings of: *Very High Level of Confidence, High Level of Confidence, Moderate Level of Confidence, Low Level of Confidence, Very Low Level of Confidence, and Neutral.*

Cost/Price was not given an adjectival rating but was evaluated for omissions and compared with other offerors.

A Source Evaluation Committee (SEC) was appointed to evaluate offers received in response to the RFQ. The SEC met over an extended period to evaluate the submitted Offers. Each Committee member read each proposal and evaluated it against the information requested per Section L and the evaluation criteria set forth in Section M of the RFQ. The SEC, as a group, considered each member's individual findings and then discussed consensus findings of each offeror for each Technical Capability sub-factor and for Past Performance. Consensus findings and corresponding consensus ratings were reached for each Technical Capability sub-factor. Sub-factor ratings were then consolidated into a single summary Technical Capability rating. Consensus findings and a consensus rating were also reached for Past Performance.

The initial evaluation results were presented to the Source Selection Authority (SSA) on November 20, 2009. The summary results are indicated below:

Offeror	Overall Adjectival Rating Technical	Overall Adjectival Rating Past Performance	Pricing
Booz Allen Hamilton	VERY GOOD	Very High Level Of Confidence	Above IGE
Powertek	FAIR	Moderate Level of Confidence	Significantly below IGE
Tai Pedro	FAIR	Neutral	Significantly below IGE

\* Independent Government Estimate (IGE)

Throughout the presentation, the overall finding and capabilities of the offerors were discussed. Booz Allen Hamilton (BAH) was considered to have provided the best overall response to the solicitation. Their findings included a number of significant strengths, no weaknesses, and as the incumbent contractor BAH, had a successful record of performance. BAH was considered fully capable of performing on the anticipated effort. Of a concern, was the fact the proposed price was the highest of all offerors.

The other two Offerors proposals (Powertek and Tai Pedro), while addressing the requirements of the solicitation, contained no significant strengths, limited strengths, and a number of weaknesses. From the information provided, there was some concern about their ability to successfully perform.

Based on the presented findings and the evaluation criteria included in the RFQ, it was clear that BAH was the highest rated proposal. Although, the offered pricing was a concern, the two remaining proposals were not as highly rated as BAH, and in fact, were rated two adjectives lower than BAH in two factors, Technical and Past Performance. With the weaknesses identified in the two lower rated proposals, it was felt by the SSA and key management members present at the briefing that there existed only a limited potential for improvements via discussions to the extent they could be considered selectable. Substantial improvements in their technical proposals and/or related questions in their pricing methodology would in all likelihood increase their proposed cost/price. It was a consensus opinion that the two lower rated proposals were not likely to be selected under any reasonable scenario. Maintaining these proposals in a competitive range would require the offeror to spend additional resources without a reasonable chance of selection.

Therefore, a decision was made to make a competitive range determination to include only BAH and enter into discussion to address the Government pricing concerns.

The Government entered into discussions with BAH on November 30, 2009. The Offeror was provided a list of questions and comments concerning its proposal with the opportunity to discuss these questions and comments. Discussions primarily focused on the Offeror's price, labor rates and work year equivalents (WYE's). At the conclusion of discussions, the offeror was provided an opportunity to provide an updated proposal. An updated interim proposal revision was received on December 7, 2009. The Government's review of the interim proposal revealed some additional concerns that required some follow-on discussions. The follow-on discussions were directed toward the Offeror's adjustments and the need to be consistent with the overall pricing requirements of the RFQ. The Offeror was requested to provide an explanation of the pricing adjustments and requested to provide a response to the Government's comments and questions. The Offeror provided a second interim proposal on December 30, 2009. The Government reviewed the second interim proposal and considered it to be acceptable. The Offeror was requested to confirm that the second interim proposal submission was its final proposal revision. The Offeror provided confirmation on January 7, 2010. The Government's final evaluation results are included in the below Evaluation section.

### EVALUATION

The final source selection briefing was held on January 8, 2010. The SSA, key members of the GRC management team, and the Source Evaluation Committee members were in attendance. The overall results and the evaluation including significant findings for the Offeror in the competitive range are indicated below.

#### **BOOZ ALLEN HAMILTON, INCORPORATED**

Technical Capability was rated **"Very Good"**.

Under the individual subfactors:

Management Approach was rated as "excellent". The significant strength included: a very detailed description of how the Offeror proposed perform all elements in the Statement of Work which included a detailed outline of the Program and Planning Budget Execution (PPBE) process. One strength was identified: the use of feedback and contract surveillance methods which includes the scheduled meetings between the Program Manager, Management, the NASA DCFO and the Government task monitors. No significant weaknesses or weaknesses were identified.

Key Personnel and Staffing Plan was rated as "good". No significant strengths were identified. One of strength was identified: the use of several incumbent employees as technical leads with the ability to be cross functional in the performance of FABSS tasks. No significant weaknesses or weaknesses were identified.

Phase-In Plan was rated as "good". No significant strengths or strengths were identified. No significant weaknesses or weaknesses were identified.

Technical Scenarios were rated "very good". No significant strengths were identified One strength was identified: the Offeror's complete and detailed answers to the technical scenarios. No significant weaknesses or weaknesses were identified.

Safety and Health was rated "good". No significant strengths or strengths were identified. No significant weaknesses or weaknesses were identified.

Past Performance was rated ***"Very High Level of Confidence"***.

The Significant strength included: Several relevant major contracts with other federal agencies, demonstrated proficiency in the PPBE process at other Government agencies and demonstrated excellent performance working with NASA's IEMP systems. No additional strengths were identified. No significant weaknesses or weaknesses were identified.

Cost/Price. Booz Allen Hamilton's total cost/price was lower than the Government's estimate and considered acceptable to the Government. The final proposed cost/price was lower than that originally proposed. The lower price/cost was attributable to a pricing methodology that included discounts to the GSA Schedule, limited out-year escalations, and a revised program manager rate. The Government reviewed the pricing methodology and considered it to be acceptable. The Government has high confidence that the effort can be performed at the final proposed price.

### DECISION

A source selection meeting was held on January 8, 2010. Present at the meeting were the Source Evaluation Committee Members, key center management, and customer stakeholders. The SEC presented its final findings and updated the events that took place following the competitive range determination. I fully understand the actions taken by the SEC and agree with the final evaluation findings as presented. I note that the three evaluation Factors are considered approximately equal in value.

In the area of Technical Capability, I note that BAH was rated "very good". The proposal contained a significant strength in their detailed descriptions of how they propose to perform all elements of the statement of work; a strength with their proposed feedback/contract surveillance

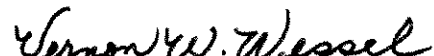
methods; a strength in their incumbent personnel; and strength in their detailed answers to the technical scenarios. This response showed that BAH had a thorough understanding of the SOW, would provide qualified incumbent personnel capable to immediately assume work responsibilities, and possessed an understanding of the technical challenges of the work. This thorough response to the work effort is a direct indication of their ability to successfully perform the required effort and considered noteworthy.

In the area of Past Performance, I note BAH was rated "Very High Level of Confidence". The proposal contained a significant strength in that it demonstrated several relevant contracts with federal agencies and direct relevant experience at GRC. This relevant experience is an additional indication of their ability to successfully perform the required effort and also considered noteworthy.

In the Pricing Factor, I understand that the final proposed price was still the highest price of all offerors but lower than the Government estimate. I understand the pricing adjustments made by BAH in their final proposal. Although BAH provided the highest price, I still consider the price to be reasonable and acceptable.


In summary, it was clear from the information presented, that Booz Allen Hamilton presented a proposal fully responsive to the requirements of the RFQ. Their overall response indicated a technical understanding of the work while the successful past performance indicated their ability to perform.

Therefore, based on a best value consideration and in accordance with the evaluation criteria as established in the RFQ to include the relative importance of the three Factors, I hereby select Booz Allen Hamilton to perform the anticipated effort for Financial and Business Support Services at GRC.

  
Vernon W. Wessel  
Associate Director  
Source Selection Authority

1-22-2010  
Date

Concurrence:

  
Bradley J. Baker  
Procurement Officer

1-26-2010  
Date